

Message Text

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USDOC FOR BEWT/TDAD/HOROSCHAK

E. O. 11652: N/A
TAGS: EEWT, EAGR, UR, US
SUBJ: EXPANSION OF SOVIET GRAIN STORAGE CAPACITY

REF: STATE 119985

1. GOSSTROY DELEGATION SCHEDULED TO VISIT US IN SEPTEMBER AT INVITATION OF BUTLER, ALTHOUGH OTHER FIRMS MAY BE TACKED ON. GEORGE ELBAUM, VICE PRESIDENT OF INTERTORG (BUTLER'S REP IN USSR), HAS BECOME MORE ENTHUSIASTIC ABOUT PACKAGE APPROACH AND WILL ATTEMPT TO ORGANIZE OVERALL PRESENTATION INCLUDING SILO EQUIPMENT MANUFACTURERS. WE HAVE THEREFORE SENT HIM LIST OF ALL SUCH FIRMS WHICH HAVE CONTACTED USCO OR USDOC. IF COMPREHENSIVE PRESENTATION CAN BE ARRANGED, INTERTORG WILL INVITE MINISTRY OF PROCUREMENTS TO SEND REPRESENTATIVE(S) WITH DELEGATION, WHICH IS NOW FOCUSED SOLELY ON CONSTRUCTION ASPECT.

2. SERIOUS INTEREST HAS RECENTLY BEEN EXPRESSED BY OTHER CONSTRUCTION INDUSTRY FIRMS. MEL JARVIS, PRESIDENT OF JARVIS INTERNATIONAL INC. CALLED ON MINISTRY OF PROCUREMENTS WITH HIS REPRESENTATIVES, SAUL ROSENBAUM AND TOM AMAN OF INTERTEX, TO PRESENT PRELIMINARY PROPOSALS FOR POURED CONCRETE ELEVATORS. JOHN M. WATSON, EUROPEAN DISTRIBUTOR FOR VARCO-PRUDDEN PRE-ENGINEERED METAL BUILDINGS, AND SATRA REP DISCUSSED SALE OF VARCO-PRUDDEN'S EQUIPMENT AND TECHNOLOGY WITH MINISTRY.
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FOLLOWING MEETINGS AT MINISTRY AND GOSSTROY, WALTER NETH,

VICE PRESIDENT OF COLUMBIA MACHINE, INC., WILL PREPARE PROPOSAL FOR CEMENT STAVE SILOS BASED ON NEW TECHNOLOGY EMPLOYING STAVES MANUFACTURED BY HIS COMPANY'S EQUIPMENT.

3. WE ARE GIVING ALL THREE FIRMS LIST OF EQUIPMENT MANUFACTURERS AND SUGGESTED THAT THEY ENCOURAGE SOVIETS TO VISIT US. SEPTEMBER VISIT HAS NOT BEEN MENTIONED, HOWEVER, FOR VARCO-PRUDDEN AND COLUMBIA PROPOSAL WOULD COMPETE WITH BUTLER'S AND RELATIONS BETWEEN INTERTORG AND INTERTEX PRECLUDE JOINT PROGRAM WITH JARVIS. SOVIETS ARE, OF COURSE, FREE TO ADD THESE FIRMS TO SEPTEMBER ITINERARY IF THEY FOLLOW THROUGH WITH INVITATIONS.

4. ELBAUM (INTERTORG) UNDERSTANDS WESTERN EUROPEAN COMPETITION FOR FOREIGN SHARE OF GRAIN STORAGE PROGRAM WILL BE HEAVY. ACCORDING TO ELBAUM, SWEDES AND AUSTRIANS HAVE SUBMITTED PROPOSALS, AND WEST GERMANS ARE PLANNING SYMPOSIUM ON ELEVATOR CONSTRUCTION AND OPERATION.
STOESSEL

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